

NEW HAMPSHIRE STATE LIQUOR COMMISSION
SEPTEMBER 22, 2004, 9:00 A.M.
AGENDA

I. FINANCIAL & ADMINISTRATIVE REPORTS

1. Financial Reports
 - A. Weekly, Y-T-D Sales Reports
 - B. Budget/Administrative Reports
2. IT Report
3. Human Resources Report

II. MARKETING & SALES REPORTS

1. Store Operations
2. Purchasing Report
3. Merchandising Report
- A. SPIRITS:
 - 1) Test Market Products:
 - a. Test Market Request (Glenmorangie Burgundy Single Malt)
 - b. Test Market Request (Rob Roy Scotch)
 - c. Test Market Request (Tortilla Silver)
 - d. Test Market Request (Coconut Jack Rum)
 - e. Test Market Results (Code #1692)
 - 2) November Special Offers (9 items – Pine State Trading Co.)
- B. WINES:
 - 1) Proposed Wine Sale for January 2005
 - 2) Full Distribution Wines (Code #26426)
 - 3) Special Offers for November 2004:
 - a. 13 items – Wineberries, Ltd.
 - b. 11 items – Perfecta Wine Company
 - c. 38 items – M.S. Walker, Inc.
 - d. 50 items – Executive Wine & Spirits
 - e. 137 items – Martignetti Companies of N.H.
 - f. 65 items – Horizon Beverage Company
 - g. 5 items – Pine State Trading Co.
 - h. 3 items – Pine State Trading Co./E & J Gallo Winery
 - i. 10 items – Pine State Trading Co./E & J Gallo Winery
 - 4) Primary Source Submissions:
 - a. 6 primary source; 17 exclusive agent; 19 imported
 - b. 5 primary source; 10 exclusive agent; 6 imported
 - c. 1 primary source; 12 imported
 - d. 5 imported

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III. ENFORCEMENT & LICENSING REPORT

IV. CHAIRMAN'S REPORT & LATE ITEMS

1. Bailment Requests
2. Coupon Approvals
3. Late Items/Other

/D. Hartford